



## Job Posting

**Contact: Dina Wetters**  
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Position Title: MI Development Representative  
Reports to: Vice President of SpringHill Michigan  
Status: Full time, Salaried  
Job Location: Michigan

### Qualifications:

- Minimum of five years experience in major gift requests and donor cultivation, preferably in the Christian camping industry.
- Commitment to the mission and ministry philosophy of SpringHill Camps.
- Strong interpersonal communication skills.
- Ability to travel frequently.
- Proficiency in computer and software applications. Experience with Raisers Edge preferred.
- Bachelor's degree in Communications, Marketing, or Sales preferred.

### Job Functions:

- Cultivate relationships with existing SpringHill donors.
- Develop relationships with new major gift prospects.
- Raise expected contributions from existing donors in accordance with gift history.
- Exceed minimum expectations for executing Donor Cultivation Plan.
- Set up donor and prospect contacts with and for Michigan leadership and corporate leadership, join on calls, assist in writing compelling proposals.
- Track and report on all donor/prospect contacts in the Raisers Edge system.
- Develop relationships with key volunteers and ambassadors for Michigan.
- Help facilitate and coordinate fundraising and prospect cultivation events in cooperation with corporate and Michigan staff.
- Spend a minimum of 3-4 days out of the office visiting with donors and prospects every two weeks.
- Attend development department meetings.
- Assist in on-property development work.

### About SpringHill Camps:

SpringHill Camps is a Christian non-denominational camp with locations in Ewart, Michigan, Seymour, Indiana, and summer Day Camps in major metropolitan areas in Michigan and Indiana. As we experience growth in our ministry, we are seeking people who can bring experience, knowledge, energy, and a passion for Jesus to key roles in reaching kids for Christ.

Our purpose is to present the life-changing message of Jesus Christ to children, teens and young adults and to be his agent of change. We see this fulfilled through our mission, which is to change the life of a child by creating environments and developing communities in which they experience Jesus Christ within the context of personal loving relationships and memorable learning experiences.

In addition to the mission, *SpringHill* holds a number of values that influence the way we think and do ministry. We are about Jesus and his message of grace, hope and love. We are committed to the spiritual and personal growth of children, teens, and young adults. We possess a passionate commitment to be relevant. This translates into the integration of faith and fun, diversity in programming and a resolve to meet and engage every child at their level of maturity and development. We are committed to only do ministry in the context of personal loving and caring relationships. This is why we expend a great deal of time and energy finding, developing, and retaining people who relate to others in such a manner. We also offer a competitive salary and comprehensive benefit package for our staff to meet their personal needs while serving in vital ministry roles. In addition, we are committed to exceed expectations and provide exceptional experience, service and value to our guests. We are always learning and growing, and as a result of this, change is a part of our fabric.